

FAS Export Directory of U.S. Food Distribution Companies

Registration Form

The Export Directory of U.S. Food Distribution Companies can be found on-line at
<http://www.fas.usda.gov/scripts/agexport/USDistributorQuery.asp>.

Please submit this form via e-mail to Anne.Almond@usda.gov or print the completed form and fax to (202) 690-0193 Attn: Anne Almond.

PART I

Introduction

The mission of the Foreign Agricultural Service (FAS) is to promote exports of U.S. food, farm, seafood and forestry products. One of the ways that this is accomplished is with the Export Directory of U.S. Food Distribution Companies. The list provides the names of qualified U.S. businesses that have the capacity to provide products directly to a foreign buyer. Your company will also be included in our mailing list and will receive notices about export opportunities, trade shows, promotional activities which FAS is involved and/or financially supports.

Please be aware that according to the Paperwork Reduction Act of 1995, agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0551-0031. The time required to complete this information collection is estimated to average 20 minutes per response.

8. Company name: _____

Secondary business name: _____

Street address: _____

City: _____ State: _____ Zip code: _____

Phone: _____ Fax Number: _____

Contact Name: _____ Title: _____

E-mail Address: _____

Web site Address: _____

Year founded: _____ Sales Volume: _____ Number of Employees: _____

9. Business/Export Services: These can include

- ☐ A. Export Management
- ☐ B. Product Representation
- ☐ C. Broker Services

- ☐ D. Consolidation
- ☐ E. Freight Forward and Distribution Services
- ☐ F. Manufactures/Distributes Own Branded Label

8. What regions of the world are you interested in selling to? Please check all that apply:

- | | |
|--|--|
| <input type="checkbox"/> A. Western Europe | <input type="checkbox"/> I. North Africa |
| <input type="checkbox"/> B. Eastern Europe and Russia | <input type="checkbox"/> J. Middle East |
| <input type="checkbox"/> C. Central America (excluding Mexico) | <input type="checkbox"/> K. Northeast Asia (excluding China) |
| <input type="checkbox"/> D. Mexico | <input type="checkbox"/> L. China |
| <input type="checkbox"/> E. The Caribbean | <input type="checkbox"/> M. Southeast Asia (excluding India) |
| <input type="checkbox"/> F. South America | <input type="checkbox"/> N. India |
| <input type="checkbox"/> G. Canada | <input type="checkbox"/> O. Australia and Oceania |
| <input type="checkbox"/> H. Sub-Saharan Africa | <input type="checkbox"/> P. All Regions |

8. What countries are you interested in selling to? Please check all that apply:

Several of our overseas posts have indicated that while a company may have indicated an area of geographical interest, they may not be interested in a particular market. The following posts have indicated that they have requests for distributors of mixed containers:

- | | |
|---|------------------------------------|
| <input type="checkbox"/> Brazil | <input type="checkbox"/> Vietnam |
| <input type="checkbox"/> Egypt | <input type="checkbox"/> Hong Kong |
| <input type="checkbox"/> Nigeria | <input type="checkbox"/> Korea |
| <input type="checkbox"/> United Arab Emirates | <input type="checkbox"/> Argentina |

8. What products that you are currently exporting? Please check all that apply:

- | | | |
|---|---|--|
| <input type="checkbox"/> A. Beverages | <input type="checkbox"/> F. Grocery Products | <input type="checkbox"/> J. Perishables |
| <input type="checkbox"/> B. Dairy Products and Eggs | <input type="checkbox"/> G. Ingredients | <input type="checkbox"/> K. Snack Foods |
| <input type="checkbox"/> C. Fish and Seafood Products | <input type="checkbox"/> H. Meat and Poultry Products | <input type="checkbox"/> L. Specialty Foods |
| <input type="checkbox"/> D. Frozen Products | <input type="checkbox"/> I. Pasta and Bakery Products | <input type="checkbox"/> M. Vegetable Products |
| <input type="checkbox"/> E. Fruit Products | | |

8. Are any of your products lines (those exported) classified as:

- | | |
|---|--|
| <input type="checkbox"/> A. Certified Organic | <input type="checkbox"/> D. Halal |
| <input type="checkbox"/> B. Not Certified Organic/Natural Foods | <input type="checkbox"/> E. Food Service |
| <input type="checkbox"/> C. Kosher | <input type="checkbox"/> F. Does Not Apply |

7. Additional Questions:

	YES	NO
Do you provide private labeling?		
Do you provide local language labeling?		
Do you provide pack date/expiration labeling?		
Do you offer product reformulation?		
Do you offer financing?		
Do you have available:		
Pet food		
Non-food grocery items (i.e. plastic wrap, paper products)		
Alcoholic beverages (Wine, beer, spirits)		

8. Product Range details:

How many SKUs do you carry? _____

Do you carry national brands? _____ Yes _____ No

- If yes, please list: _____

Additional information/Comments/Questions: _____

9. Custom Matchmaking:

Our international offices often receive specific inquiries from foreign buyers.

These inquiries are often handled using our “Trade Leads” program. You can register to receive FAS Trade Leads free of charge by visiting http://www.fas.usda.gov/agx/buying_us/trade_leads.asp.

Our overseas posts often also use our “U.S. Suppliers List” (USL) to also find potential suppliers. You can register for the USL free of charge by visiting http://www.fas.usda.gov/agx/partners_trade_leads/us_suppliers_list.asp.

There are instances, however, in which the foreign buyer is seeking a specific product (i.e. dairy whipped cream in cans) or unusual products (i.e. grapefruit fiber). In these cases, our office offers a “Custom Matchmaking Service”. Using contacts with producer associations, State Regional Trading Groups, and State Departments of Agriculture, the staffer (Anne Almond) tries to find suppliers.

Given the wide range of products that are offered by companies in the *Export Directory of U.S. Food Distribution Companies*, you will occasionally receive information on specific requests from FAS. If you do **NOT** want to receive these inquiries (via e-mail), please indicate this below.

I would like to be contacted as a possible supplier for specific products as a part of the Custom Matchmaking Service: _____ Yes _____ No

10. Trade Show Office

Our Trade Show office frequently mails (via post, not e-mail) information and notices about international trade show opportunities that are USDA supported. (For more information visit http://www.fas.usda.gov/agx/trade_events/us_trade_shows.asp.

For example, a newer program by the Trade Show Office is the “American Café”. The American Café is a special area within the USA Pavilion where you can display and highlight your products at international shows, without the expense associated with a full booth. Your sample products will be prepared and distributed to potential importers by USDA overseas or Trade Show Office staff. FAS sends you feedback and leads immediately after the show, providing you with the opportunity to follow up with potential buyers or importers. This opportunity has a fee of approximately \$350 per show. (For more information on American Café opportunities please contact Maria Nemeth-Ek at (202) 720-3623 or via e-mail at Maria.Nemeth-Ek@fas.usda.gov.)

I would like to receive trade show mailings from USDA _____ Yes _____ No

(These trade show mailings are sent directly from FAS. Your contact information will **NOT** be shared with the trade show promoters.)

THANK YOU!